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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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April 1986 Billings for Commercial Heat Treaters
UP 1.3% FROM APRIL 1985 TOTALS

MTI members partipating in the Monthly National Billings Analysis reported $42.5 million in sales for April 1986 compared to $42.0 million for April 1985.

For the year-to-date, 1986 is only trivially below 1985. In 1986 the Metal Treating Industry has recorded $164.9 million in billings, down 0.1% from the 1985 figure of $165.1 million.

Four of nine MTI districts reported a decline in sales both for the April-April and for the year-to-date comparisons.

A summary of percentage change by geographic regions follows:

	District	Apr 86 vs. Apr 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	13.7	10.7
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 2.4	- 1.6
3	South Central (W.PA-OH-IN-KY)	2.6	4.8
4	Michigan	1.1	- 0.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	17.0	10.4
6	North Central (IL-WI-MN-MO-IA)	- 0.5	- 6.8
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.6	1.8
8	Southwest (TX-OK-AR-CO-LA-UT)	-22.6	-20.9
9	Canada	22.6	12.8

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

APRIL, 1986

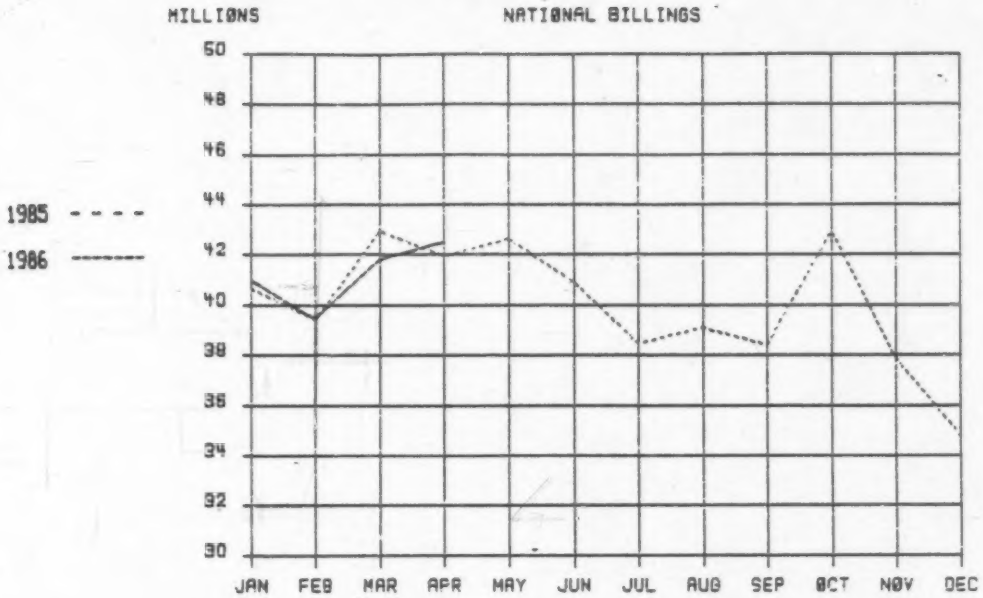
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	41971.1	42511.4	1.3	100.0	100.0
Dist. 1	17	3074.6	3496.5	13.7	7.3	8.2
Dist. 2	44	4808.8	4691.3	- 2.4	11.5	11.0
Dist. 3	60	7357.0	7547.4	2.6	17.5	17.8
Dist. 4	33	5895.2	5960.4	1.1	14.0	14.0
Dist. 5	23	2046.8	2393.8	17.0	4.9	5.6
Dist. 6	49	7437.5	7398.8	- 0.5	17.7	17.4
Dist. 7	41	6293.0	6257.7	- 0.6	15.0	14.7
Dist. 8	25	3177.7	2460.4	-22.6	7.6	5.8
Dist. 9	16	1880.5	2305.2	22.6	4.5	5.4
Foreign	11					

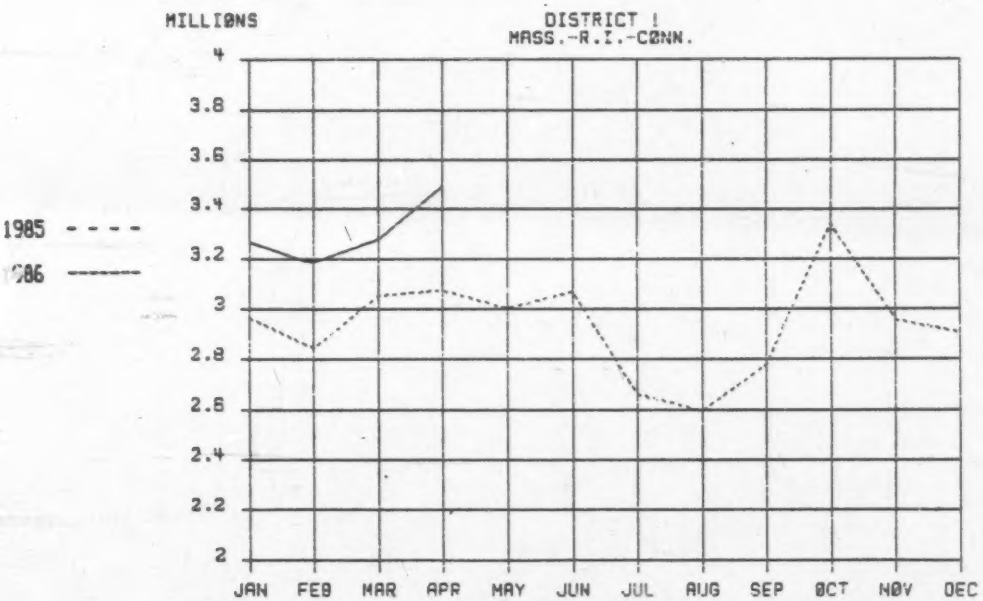
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	165052.2	164858.8	- 0.1	100.0	100.0
Dist. 1	11941.8	13225.0	10.7	7.2	8.0
Dist. 2	18916.6	18614.2	- 1.6	11.5	11.3
Dist. 3	28275.7	29625.5	4.8	17.1	18.0
Dist. 4	23722.1	23671.3	- 0.2	14.4	14.4
Dist. 5	8289.7	9150.4	10.4	5.0	5.6
Dist. 6	30313.8	28238.4	- 6.8	18.4	17.1
Dist. 7	23239.7	23664.2	1.8	14.1	14.4
Dist. 8	12713.4	10052.1	-20.9	7.7	6.1
Dist. 9	7639.5	8617.8	12.8	4.6	5.2

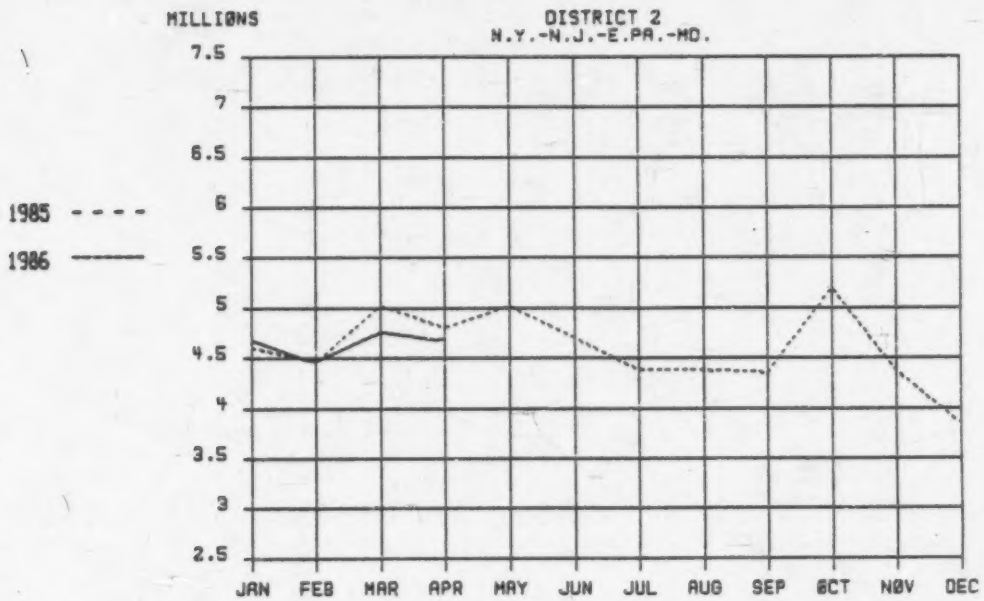
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



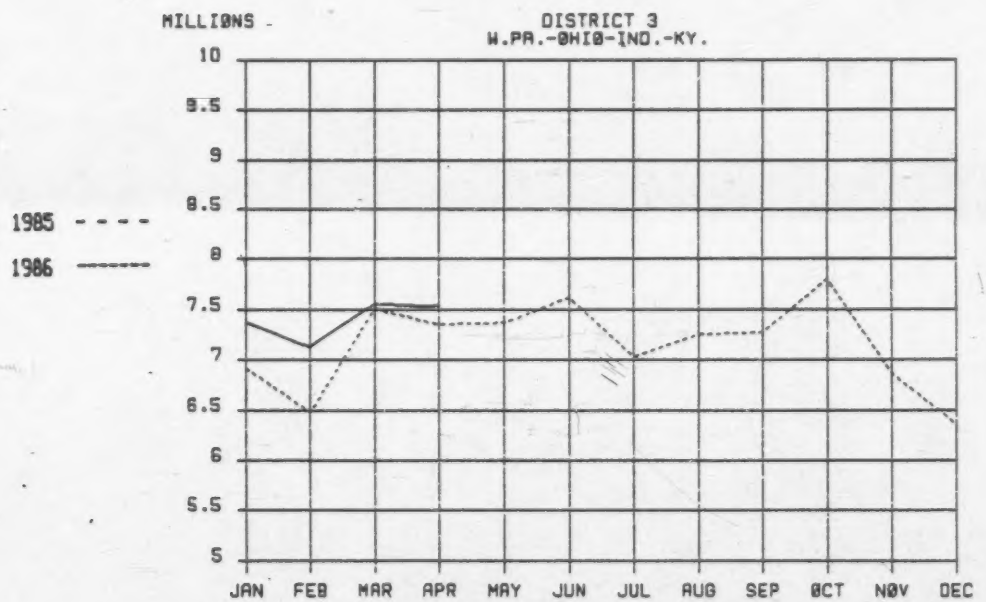
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.8	0.2	-2.6	1.3								
% Change	Cumulative	0.8	0.5	-0.6	-0.1								



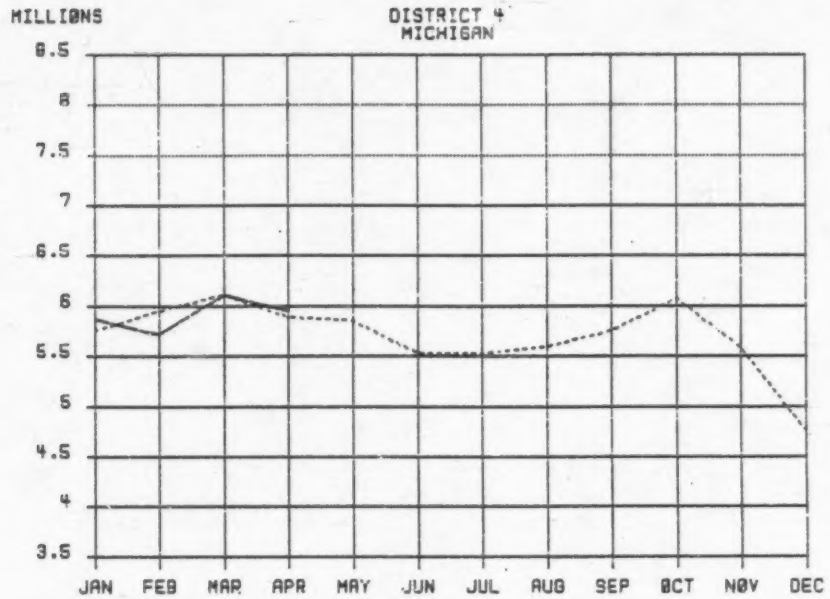
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7								
% Change	Cumulative	10.0	11.0	9.7	10.7								



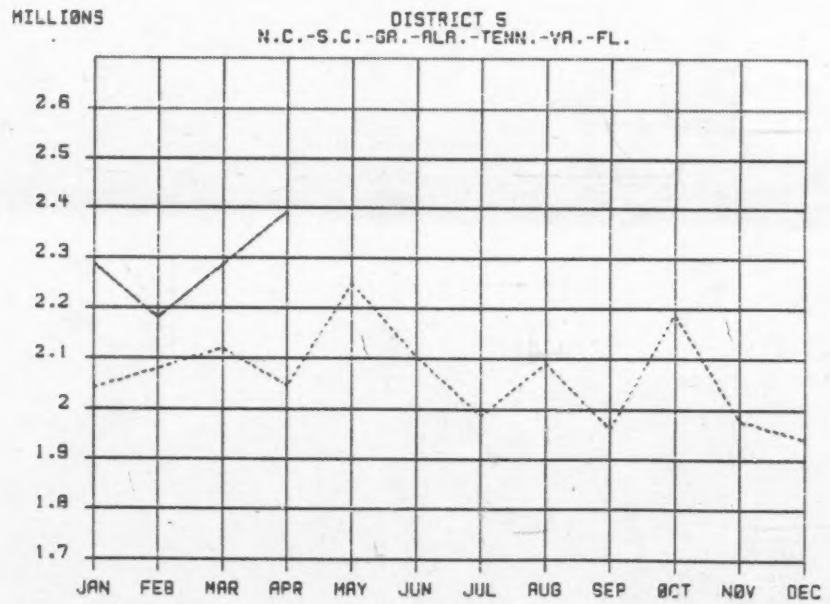
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4								
% Change	Cumulative	1.6	0.9	-1.3	-1.6								



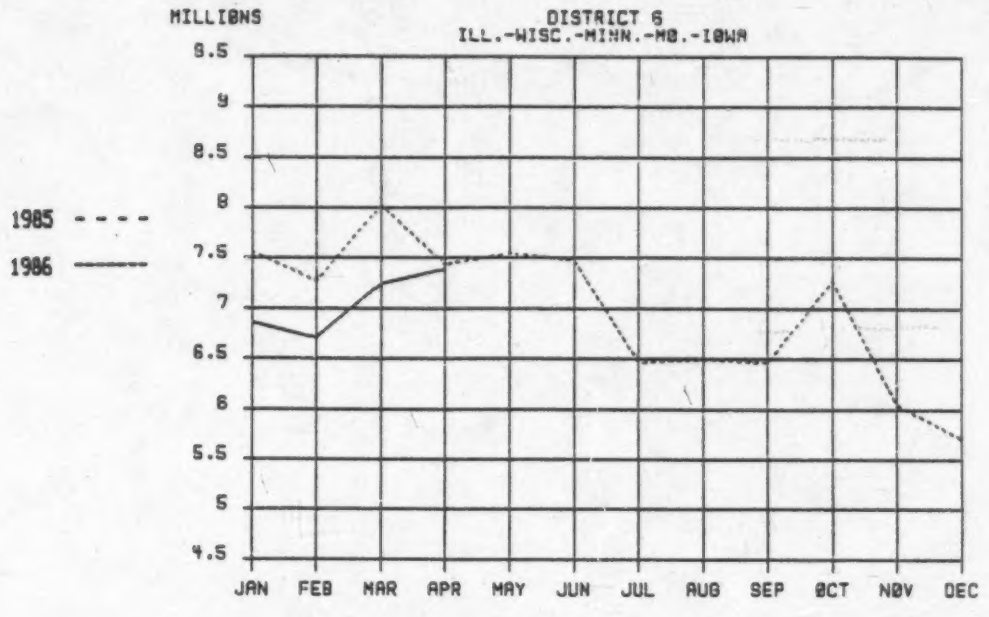
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.6	10.2	0.6	2.6								
% Change	Cumulative	6.6	8.3	5.5	4.8								



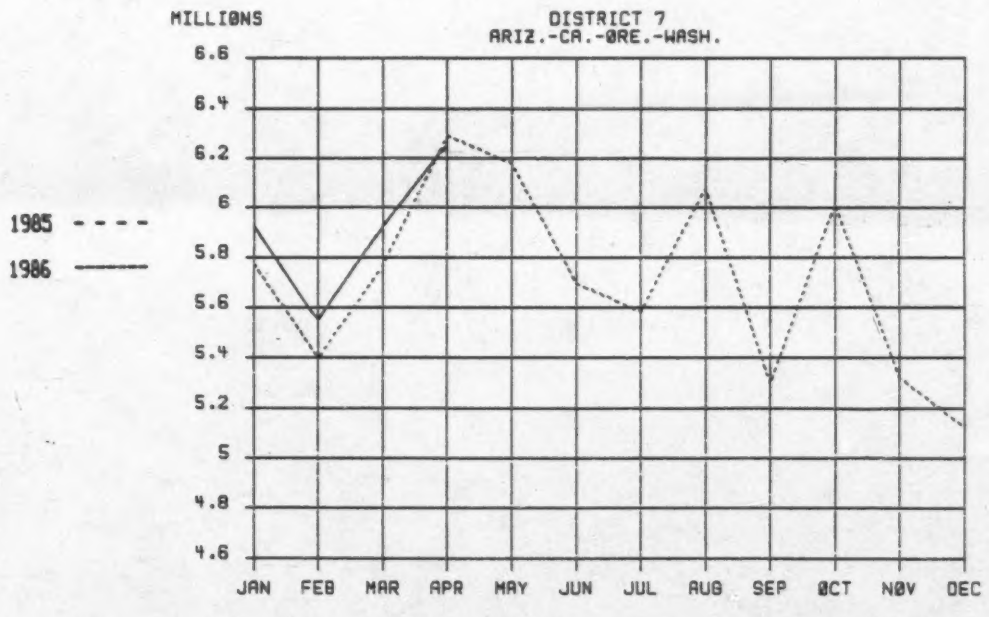
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.0	-3.9	0.0	1.1								
% Change	Cumulative	2.0	-1.0	-0.7	-0.2								



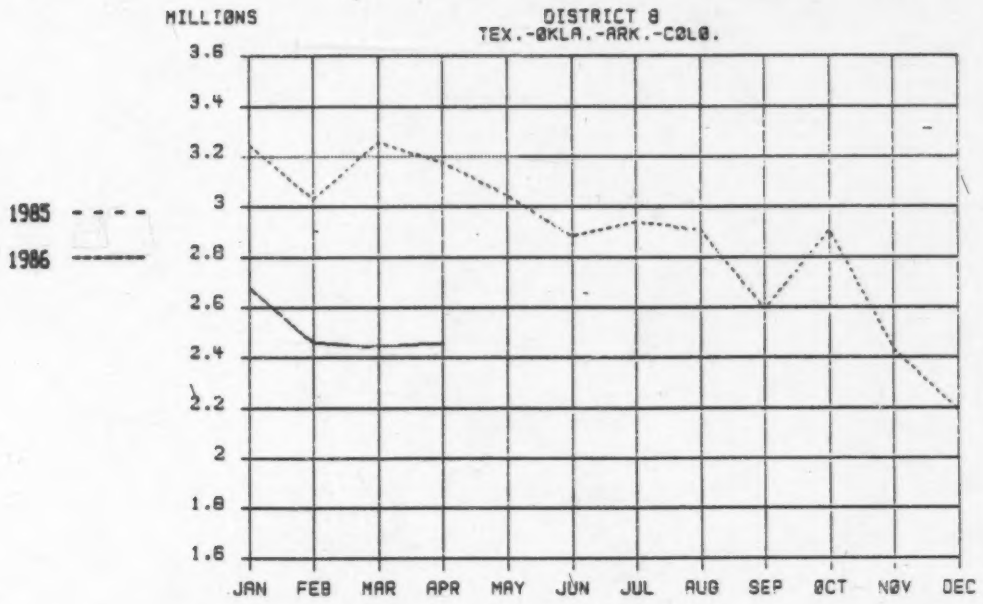
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.1	4.9	7.8	17.0								
% Change	Cumulative	12.1	8.5	8.2	10.4								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7	-9.7	-0.5								
% Change	Cumulative	-9.2	-8.5	-8.9	-6.8								



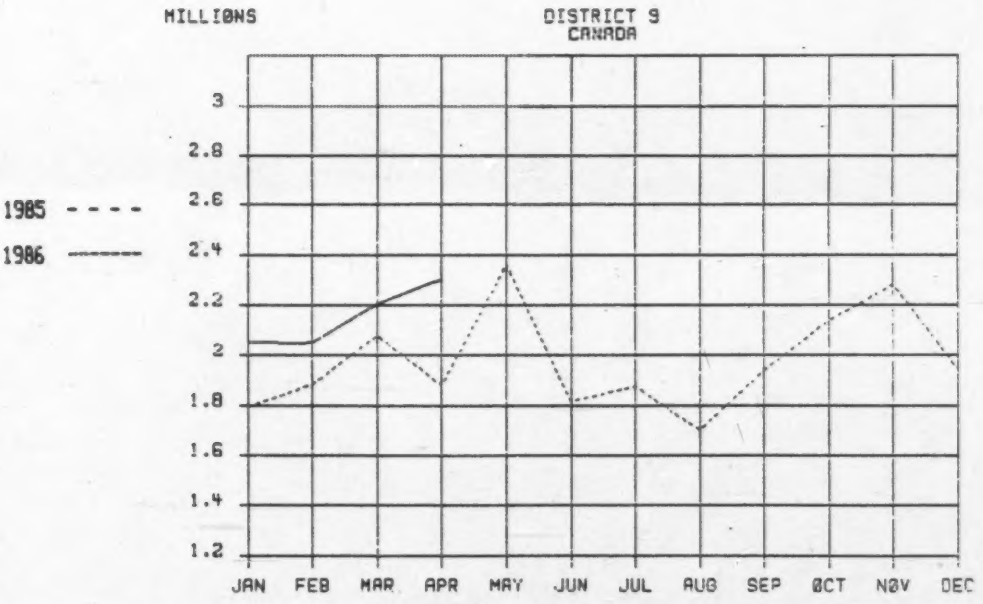
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	2.8	2.8	-0.6								
% Change	Cumulative	2.6	2.7	2.7	1.8								



1985 - - - -

1986 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6								
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9								



1985 - - - -

1986 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.6	8.8	6.0	22.6								
% Change	Cumulative	14.6	11.6	9.6	12.8								